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Government
of Ontario

INDUSTRY SERVICES



Ministry of Industry and Tourism

Ontario/Canada

[Pamphlets]

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M. L. Garland
Executive Director
Division of Industry
Ministry of Industry and
Tourism



expanding in ontario

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We, at this Ministry, fully appreciate the important contribution that you in Industry, both large and small, have made and are making to the economic welfare of Ontario. For our part, we are doing everything we can to create the economic climate most favourable to your prosperity. The Industry Services of the Ministry of Industry and Tourism have a clearly defined objectives:

To promote the greater development of manufacturing and service industries through the expansion of existing facilities and the establishment of new companies.

There are four Branches organized to assist you:
Industrial Development Branch,
Industry Technology Branch,
Service Industry Branch,
Industry Research Branch.

Each is staffed with people who are well informed in their specialties and eager to serve you. Our job is to create an environment in which your initiative and enterprise can flourish.

By providing useful information and practical advice we feel we can help you achieve your own goals.

As a convenience to you, we have established Ministry field offices. A call to your area office will put you in touch with all the services we have to offer.

We are looking forward to working with you.

Claude Bennett
Minister

industrial development branch

To assist new and established Ontario industries in finding business opportunities for full utilization of resources and expansion of production facilities with accompanying increase in employment.

For most efficient service, the Branch is divided into three sections, namely, Policy, Intergovernmental Relations and Diversification.

Industrial Policy Section

To develop policies and overall strategies designed to foster a strong manufacturing base in Ontario. Additionally consultative services are offered by staff consultants:

Small Business. Individuals wishing to start a business are given advice on how to do so. Established businesses receive guidance on conducting and improving their operations.

New Legislation and Regulations. Summaries of new legislation and regulations pertaining to business are prepared. They are transmitted to Ontario businessmen through the Ministry's field offices.

Investors' Service. For new companies considering locating in Ontario, an investor's service operates, providing basic information in such matters as economic climate in Ontario and Canada covering regulations relating to foreign investment, incorporation, financing, taxes, labour, incentive programs and geographic and community data.

Detailed assistance in specific locational planning can be provided by the Small Business-Operations Division either through the Field Offices or the central Plant Locations consultants. Similarly, a Selective Placement Service is offered to industries requiring skilled personnel not available in Canada. Probable sources of required personnel are identified and assistance provided throughout the entire process leading to their employment.

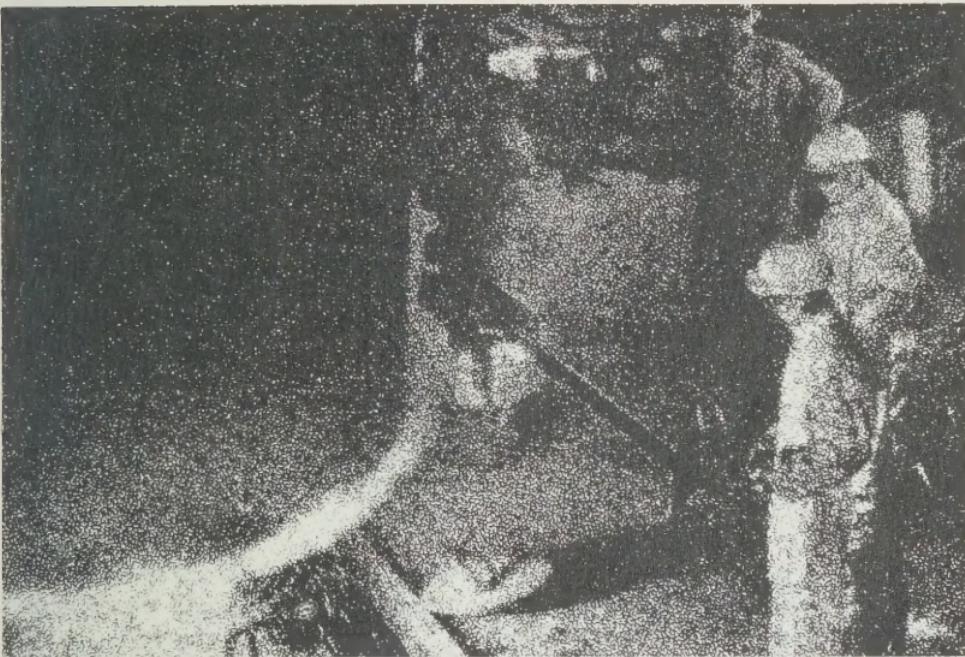
Consultation on Development Programs. Consultative assistance is given to businessmen on Federal and Provincial business development programs.

Intergovernmental Relations Section

To work with federal, provincial and municipal governments developing programs at the regional and community levels.

Services offered are:

Central Data Bank. For the use of potential industrial investors wishing information on particular communities, a data bank is maintained which includes industrial surveys and building listings as well as community literature.



Municipal Industrial Planning. Municipal officials are provided with a consultative service in such areas as provincial legislation, land use, planning concepts and industrial park development.

Community Improvement. New programs are developed to enhance the attractiveness of a community as a location for new business.

Project Evaluation and Support. Individual projects are evaluated. If they are acceptable but require approval by other Ministries, support is given through this process.

Industrial Diversification Section

To assist the expansion of existing manufacturing firms and identify opportunities for entrepreneurial ventures; to increase the output of Canadian manufacturers through diversification, new enterprises, mergers and acquisitions.

Services offered are:

Business Opportunity

Information. Bulletins are published for the benefit of Ontario manufacturers, listing opportunities for licensing, joint ventures and supply contracts.

Product Prospecting Missions.

Missions to foreign countries are organized enabling Ontario manufacturers to acquire first-hand knowledge of new products and their availability for manufacture in Ontario.

industrial development branch

Manufacturing Opportunity Days.

For the convenience of businessmen, local Manufacturing Opportunity Days are arranged under the auspices of the Ministry's field offices and local Industrial Commissioners. By appointment, a manufacturer is able to sit down with a Field Officer and review the opportunities available from an extensive file compiled for that purpose.

Publications:

Doing Business in

Ontario/Canada. For the benefit of companies contemplating the establishment of business operations in Ontario, an introductory guide has been prepared. It answers questions pertaining to such matters as economic climate, ownership, incorporation, tax and labour laws, duties, customs and trade marks.

Manufacturing Opportunities Bulletin.

The Bulletin, published monthly, is one of the most closely studied industrial publications. It contains a list of current manufacturing opportunities in the following categories: mergers and acquisitions, joint ventures, product and process licensing, inventions, production facilities and contracts.

Directory of Industrial De-

velopment Contacts. The Directory is a great time-saver for those desiring immediate contact with sources of information on development matters. It lists all Ministry of Industry and Tourism personnel contacts throughout the world; Industrial Development Bank and Chartered Bank contacts; county, district and local municipality contacts throughout Ontario.

Municipal Industrial De-

velopment Guide. The Guide consists of a comprehensive outline of business development data relating to a very broad spectrum of business activities and their relation to regional and community planning.

Industrial Survey Reports.

This series of updated reports is an excellent source of information for a company requiring outlines of the whole industrial, business, municipal and social profile of specific Ontario communities.



industry technology branch

To assist Ontario companies to acquire and apply new technologies, to enhance productivity and develop new products.

The staff of the Industry Technology Branch is an experienced group with industry background, each possessing expertise in a particular industry sector. Their services are available, either as individuals or as a group, for consultation on problems or projects that involve any technological aspect of business or industry.

In addition to the consultation service, each sector specialist develops recommendations for industry sector strategy and formulates related policies.

The Branch, in fact, is a technological Resource Centre, able to provide both general and specific information, as required. Its staff works closely with Industry Associations, Research Institutions, Universities and foreign sources providing information on advanced and applied technology.

Specific Services Supplied Are:

Industrial Engineering. Use of this service is bringing results in the form of increased efficiency and profitability. Included are methods engineering, value engineering, work measurement, low cost automation, control determination, wage and job evaluations, plant layout, office systems and organizational planning. For employers having difficulty in training skilled and semi-skilled workers, a special training technique is provided, which produces an adequately skilled employee for a particular job classification.

Industrial Design. For those lacking experience in new product development or not having a design department or wanting to improve existing products, the Branch is able to recommend capable designers, experienced in the materials, methods and processes of the particular industry involved.

Assistance is given in making application for federal government design assistance grants, if applicable.

industry technology branch

Metric Conversion. The Branch is providing information and assistance for metric conversion, (hard and soft) by industry sector.

Energy Conservation. Successful techniques for energy conservation, developed and publicized by the Branch, have already resulted in very substantial dollar savings and are available. Individual plant visits will be made by specialists on request.

Research Assistance. In addition to supplying information on research activities and results in the various industry sectors, direct assistance is given for industrial research projects.

Recycling of Industrial Waste. As a result of much direct involvement in this activity, Branch staff is particularly well qualified to provide assistance, when requested.

Incentive Programs. Financial assistance in the form of grants and loans is available from a variety of sources for purposes such as productivity improvement, advancement of industrial technology and design. (PEP, PAIT, IDAP, etc.) The Branch supplies complete information on all programs, whether Federally or Provincially funded and assists in the preparation of applications, if desired.

Pollution Control Equipment. Latest information in this important area is available.

International Technology Missions. Through Technology Missions to foreign countries, groups of Ontario manufacturers have the opportunity of acquainting themselves, at first hand, with the latest developments in products, production and processing technology. Particular emphasis is placed on the participation of small and medium sized manufacturers lacking the international affiliations and financial resources to undertake the necessary investigations unassisted.

Technological Seminars. On a sector basis, qualified outside consultants in conjunction with our specialists, address representatives of local industry to discuss most recent advances in such areas as product design and diversification, new materials, industrial engineering and provide private consultation on specific problems. In another form, representatives of industry and their trade associations come together with those of government agencies and universities to discuss the latest technological developments.

Low Cost Automation Seminars. To assist manufacturers in improvement of their productivity, low cost automation seminars are held in conjunction with appropriate educational institutions.



service industry branch

To extend the resources of the Ministry to include companies in the service industry sector; to encourage profitable sales of services both within the Province and abroad.

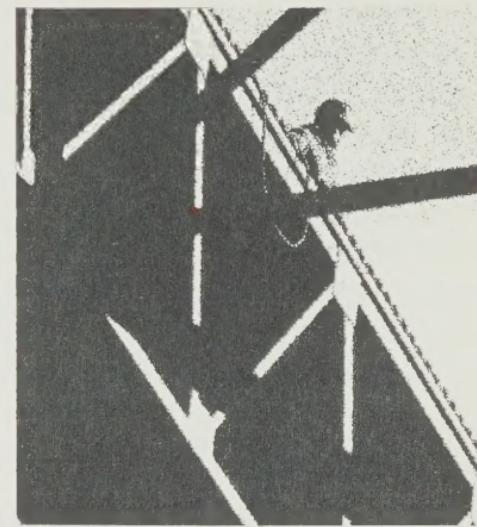
Service industries are defined as those that deal in products that cannot be inventoried or where production and consumption are simultaneous.

The Branch assists Service Industries through its consulting staff and by providing the following services:

Counselling. Specialized counselling services are provided to small and medium-size businesses, particularly those in areas of accommodation, business management, construction, engineering, science, film production and transportation.

Analysis, planning and programming with reference to cost management, manpower, technological improvement and expansion opportunities are all included in these services.

Seminars. At regular intervals, seminars involving specified segments of the service industry community are held throughout the Province, for wide-ranging discussions.



In the forums so created, interchange of ideas between business representatives and Branch personnel takes place to analyze and seek solutions for problems encountered in the type of business under review.

Reference Files. Based on category and geographical location, reference files on Service Industry firms are developed.

Industry Reviews. Certain specialized industries are the subject of long range reviews. Included are film production, data processing, transportation and native arts.

Industry Analysis. Valuable information for service industries wishing to establish in new locations is provided through a continuing program of industry analysis, by local areas. Potentially profitable centres for specialized services are identified.

industry research branch

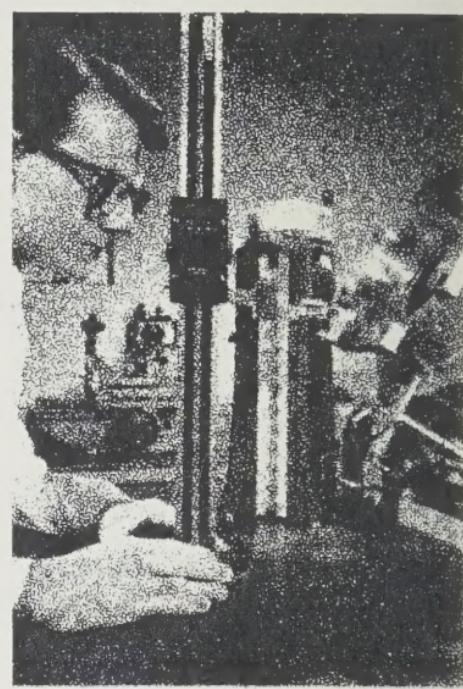
To provide Ontario industry, through research, with information to assist in planning long-term strategy.

Policy makers in business and industry are given the latest available information with which to guide their enterprises in today's demanding business environment.

As an aid, the economists in the Branch undertake necessary basic research projects by industry sector, transmitting their findings to Ontario businessmen for more effective forecasting and use of resources. There is ready access to all information through publications and personal consultations. Research studies also provide background against which recommendations for government action are made. As an overview of general trends they contribute to the decision-making process.

Through industry questionnaires initiated by the Branch, information about all significant elements of an industry is obtained including:

- Historical statistics
- Geographic distribution
- Production and shipments
- Concentrations
- Ownership
- Productivity
- Investment
- Supply and demand
- Imports and exports
- Recent developments
- The role of government





small business operations

To act as a network of contact points between the businessman and the specialized services of the Ministry.

FIELD OFFICES – ONTARIO

Central East Ontario

Fairview Office

Suite 480
5 Fairview Mall Drive
WILLOWDALE, Ontario
M2J 2Z1
Telephone: (416) 491-7680

Orillia

2nd floor, Sterling Trust Bldg
73 Mississauga Street East
P.O. Box 488
ORILLIA, Ontario
Telephone: (705) 325-1363

Huntsville

Box 1410
15 Main Street East
HUNTSVILLE, Ontario
P0A 1K0
Telephone: (705) 789-4448

Peterborough

Box 386
139 George Street North
PETERBOROUGH, Ontario
K9J 6Z3
Telephone: (705) 742-3459

Barrie

Highway #400
BARRIE, Ontario
L4M 4T5
Telephone: (705) 726-0932

FIELD OFFICES – ONTARIO

Central West Ontario

Kitchener

305 King Street West
KITCHENER, Ontario
N2G 1B9
Telephone: (519) 742-8301

St. Catharines

Garden City Skyway
ST. CATHARINES, Ontario
L2R 3H7
Telephone: (416) 682-8373

FIELD OFFICES – ONTARIO

Eastern Ontario

Ottawa

Suite 900
220 Laurier Avenue West
OTTAWA, Ontario
K1P 5J8
Telephone: (613) 237-6280

Arnprior

Box 308
146 John Street North
ARNPRIOR, Ontario
K7S 2N7
Telephone: (613) 623-3153

Brockville

143 Parkdale Avenue
BROCKVILLE, Ontario
Telephone: (613) 342-5522

Kingston

4th floor, Princess Anne Bldg
797 Princess Street
KINGSTON, Ontario
K7L 1G1
Telephone: (823) 546-0174

small business operations

FIELD OFFICES – ONTARIO Northeastern Ontario

Sudbury

767 Barrydowne Road
SUDBURY, Ontario
P3A 3T6

Telephone: (705) 560-1330

North Bay

Northgate Shopping Centre
1500 Fisher Street
P.O. Box 885
NORTH BAY, Ontario
P1B 8K1

Telephone: (705) 472-9660

Timmins

261 Third Avenue
TIMMINS, Ontario
P4N 1E2

Telephone: (705) 264-5393

Sault Ste. Marie

120 Huron Street
P.O. Box 1196
SAULT STE. MARIE, Ontario
P6A 5N7

Telephone: (705) 253-1103

FIELD OFFICES – ONTARIO Northwestern Ontario

Thunder Bay

3rd floor, Twin City Gas Bldg.
135 N. Syndicate Avenue
THUNDER BAY, Ontario
P7C 3V9

Telephone: (807) 623-9501

Kenora

808 Robertson Street
KENORA, Ontario
P9N 3X4

Telephone: (807) 468-7622

Fort Frances

283 Church Street
P.O. Box 815
FORT FRANCES, Ontario
P9A 3N1

Telephone: (807) 274-3250

FIELD OFFICES – ONTARIO

Southwestern Ontario

London

Suite 607
195 Dufferin Street
LONDON, Ontario
N6A 1K7

Telephone: (519) 433-8105

Owen Sound

P.O. Box 485
Suite 104
1131 Second Avenue East
OWEN SOUND, Ontario
N4K 5P7

Telephone: (519) 376-3875

Windsor

Suite 206
875 Ouellette Avenue
WINDSOR, Ontario

Telephone: (519) 252-3475



FIELD OFFICES – INTERNATIONAL Overseas Branch

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Ontario/Canada
24 Avenue des Arts
1040 Brussels, Belgium
Telephone: (511-63-23)
Cable Address: Ontaribrus

Frankfurt, Germany

Government of
Ontario/Canada
Bockenheimer Landstrasse
51/53
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Cable Address: Ontarifrank
Telex: 416176 Onfra

Milan, Italy

Government of
Ontario/Canada
Via Senato 7
20121 Milan, Italy
Telephone: 781-162
Cable Address: Ontarimil

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Ontario/Canada
Strandvagen 7B
Stockholm, Sweden 11456
Telephone: 61-19-00
Cable Address: Ontariholm

Tokyo, Japan

Government of
Ontario/Canada
World Trade Centre Building
Room 1219
4-1, Hamamatsu-cho
2-chome
Minato-ku
Tokyo 105, Japan
Telephone: 436-4355
Cable Address: Ontaritok

Vienna, Austria

Government of
Ontario/Canada
Gigergasse 1
Vienna 1030, Austria
Telephone: 735-782
Cable Address: Ontarivien
Telex: 01-3014 Onvie

London, England

ONTARIO HOUSE
Government of
Ontario/Canada
Ontario House
Charles II Street
LONDON SW1Y 4QS,
England
Telephone: 01-930-6404
Cable Address: Ontarilon
Telex: 51-262517

small business operations

FIELD OFFICES— INTERNATIONAL Americas Branch

Boston

Government of
Ontario/Canada
Suite 500
545 Boylston Street
BOSTON, Massachusetts
02116
Telephone: (617) 247-2087

Chicago

Government of
Ontario/Canada
Suite 1306
233 North Michigan Avenue
CHICAGO, Illinois 60601
Telephone: (312) 565-0858

Cleveland

Government of
Ontario/Canada
Suite 726
Diamond Shamrock Building
1100 Superior Avenue
CLEVELAND, Ohio 44114
Telephone: (216) 696-7350

Los Angeles

Government of
Ontario/Canada
Suite 1001
606 South Olive Street
LOS ANGELES, California
90014
Telephone: (213) 627-3531

Mexico City, Mexico

Government of
Ontario/Canada
Paseo de la Reforma 382 – 4°
Piso
MEXICO 6, D.F., Mexico
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5-25-83-41
5-28-99-14

Minneapolis/St. Paul

Government of
Ontario/Canada
Chamber of Commerce
Building
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15 South 5th Street
MINNEAPOLIS, Minnesota
55402
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New York

Government of
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Suite 1080
1251 Avenue of the Americas
NEW YORK, New York 10020
Telephone: (212) 247-2744

Sao Paulo, Brazil

Rua Augusta 1371
Sobreloja 18
SAO PAULO 01305
Brazil
Telephone: 288-4100
Cable Address: Augustaserv

For Further Information:

Please contact:
Ministry of Industry and
Tourism
Division of Industry
Telephone: (416) 965-4226



financial services

THE DEVELOPMENT CORPORATIONS IN ONTARIO

Ontario has three Development Corporations, the Northern Ontario Development Corporation, the Eastern Ontario Development Corporation and the Ontario Development Corporation, each serving a separate part of the Province.

Loans are provided to secondary manufacturing industries and service industries in support of manufacturing to stimulate economic growth and employment opportunities in Ontario.

For Further Information:

Please contact:

Ontario Development Corporation Toronto

Mowat Block, Queen's Park
TORONTO, Ontario M7A 1T5
Telephone no. (416) 965-4622

Orillia

Sterling Trust Building
73 Mississaga St. East
ORILLIA, Ontario L3V 1V4
Telephone no. (705) 325-5553

London

195 Dufferin Street
6th floor
LONDON, Ontario N6A 1K7
Telephone no. (519) 433-2871

Northern Ontario Development Corporation Thunder Bay

134 South May Street
THUNDER BAY, Ontario
P7E 1B3
Telephone no. (807) 623-2705

Sudbury

767 Barrydowne Road
SUDBURY, Ontario P3A 3T6
Telephone no. (705) 560-1422

Timmins

Patricia Block
261 Third Avenue
TIMMINS, Ontario P4N 1E2
Telephone no. (705) 264-1323

Eastern Ontario Development Corporation Ottawa

220 Laurier Avenue West
Suite 900
OTTAWA, Ontario K1P 5J8
Telephone no. (613) 237-6299

Kingston

797 Princess Street
KINGSTON, Ontario K7L 1G1
Telephone no. (613) 546-3101
or the Ministry field office in
your area.

OTHER MINISTRY SERVICES:

Division of Trade
Telephone: (416) 965-5701
Division of Tourism
Telephone: (416) 965-4014



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Tourism

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Deputy Ministe